

Headquarters U.S. Air Force

Integrity - Service - Excellence

AF CONTRACTING

**Accomplishments, Challenges
and Gotcha's**



Mr. Charlie Williams, Jr.

**Deputy Assistant Secretary
(Contracting)**

Assistant Secretary (Acquisition)

28 June 2004



CONTINGENCY CONTRACTING



Accomplishments

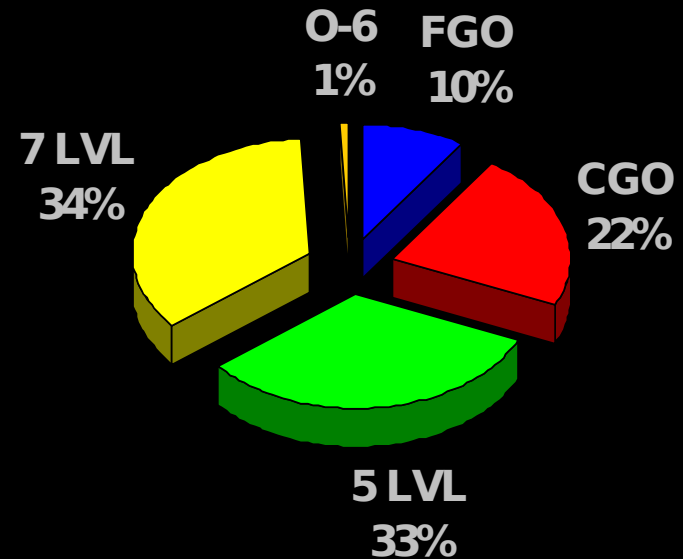




CONTINGENCY CONTRACTING



- OPS Tempo
 - 127 CCOs deployed on every AEF
 - > 558 Deployments World-Wide CY04
 - 1 to ~ 3000 ratio; CCOs to troops
 - Coalition support
 - Army, Navy and AF
- Civilian Workforce sustaining the home front

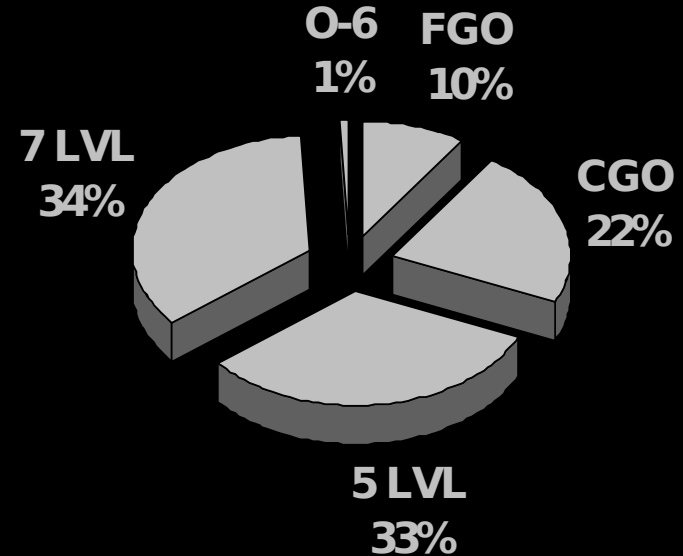




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CONTINGENCY CONTRACTING (Cont.)



- 1st and only 0-6 deployed to Iraq
- PARC for 4 Divisions
 - Coordinates Forward Area Support Teams (FAST)

- 1st civilian 1102 deployed
- Lead buyer for \$18B reconstruction rehab effort in support of CPA
- Developed and trained PMO contract specialist in country





FORCE DEVELOPMENT



Accomplishments





FORCE DEVELOPMENT



- Military and Civilian DT operating and functioning well
 - 340 civilian records
 - DT looked at GS-15s, GS-14s, Career Broadeners, DLAMPers and long term training students
 - ~300 military records reviewed
 - Vectors for 167 Lt Cols, 107 Majors
- Functional DT's making a difference in school selection
 - 1st time Civilian DT provided input to the CCDP process
 - 1st time Mil DTs—provided input on nomination of candidates from the functional community to



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FORCE DEVELOPMENT (Cont.)



- Deliberate efforts under way to strengthen enlisted career field management
 - Introduced SMSgt retraining program:
 - Established guidance and procedure for SMSgt retraining program
 - Addressed threatened CMSgt cross flow program
 - Allow contracting to grow our own Chiefs



POLICY AND TRAINING



Accomplishments





POLICY AND TRAINING



- Converted Air Force guides into Mandatory Procedures or Informational Guidance
- Stood up Services Management Council
- Published new Air Force Source Selection policy and guidance
- Stood up Implementation and Training Team comprised of AQC, MAJCOMS, DRUs
 - Network of contracting professionals working to meet policy/training needs
- CON 101 terminated
 - AOC teaming w/ AFIT to build new Fundamentals Course
 - Stand-up in Oct 05



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KNOWLEDGE MANAGEMENT



Accomplishments





KNOWLEDGE MANAGEMENT



- Knowledge Management Initiatives
 - Stood up enhanced AFFARS with links to MPs/IGs, AFFARS Library, and all references
 - Stood up Topical Index to AFFARS Library and other Contracting content
 - Makes it easy to find contracting knowledge
- Activated new AF Contracting restricted webpage
 - One-stop shopping for contracting knowledge
 - Added Suggestion box to Library to share knowledge/obtain feedback



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BUSINESS SYSTEMS



Accomplishments





BUSINESS SYSTEMS



- Wide Area Work Flow (WAWF)
 - Finished deploying WAWF across the AF
 - 40% Reduction in interest penalties through use of WAWF (at end of 3Q FY04)
 - Approx. \$2.4M savings
- Analysis of Alternatives
 - AF stepped up to lead OSD AoA for Acquisition Domain
 - Setting foundation for future Joint E-Business Environment



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STRATEGIC SOURCING



Accomplishments





STRATEGIC SOURCING



Commodity Councils:

- Information Technology Commodity Council:
 - ITCC 1st spiral for desktop/laptop computers averaging 20+% savings over traditional buying conducted prior to implementation
 - FY03-04 savings \$16M
- Medical Services Commodity Council
 - MSCC Charter signed Sept 04
 - 1st spiral for MSCC to be Primary Care Optimization



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STRATEGIC SOURCING (Cont.)



- Force Protection CC
 - Demobilization of Army personnel currently securing AF gates and visitor centers (vehicle inspection)
 - 1st Spiral - Gate Guards
 - Center of Excellence and FP CC at Lackland A
 - FPCC (charter signed Sept 04)
- Microsoft Enterprise Software License contract awarded to Dell
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CHALLENGES



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- Sustainment of Contingency Contracting Force
 - Deployed 0-6
 - Increased reliance on Sq. Commanders
 - Supporting Joint Contracting Command Iraq (JCC-I)
- Transition Planning for next SPS increments
- Force Alignment/Resources
 - Meeting day-to-day challenges of a transformational AF
 - Enlisted Force Development
- SMSgt Cross-training



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GOTCHA'S



**Gotcha's
or
You know the I.G. will
show up at your door
when...**





GOTCHA's



1. Non DoD contracts

- You buy security guard service from the Dept. of Interior who then buys it from a GSA IT contract

2. Competition under multiple award contracts

- You award to the same contractor for all of your requirements ... all of the time

3. Government Credit Card

- You continue charging recurring requirements
- You don't track purchase of computers/hazardous material

4. Commercial Item Pricing

- You accept an offer from the contractor just because it's commercial, even though the FAR PT 15 price was better

5. Best value

- You award to other than the lowest bidder w/o adequately justifying the value of the higher offer

7. J&As without the justification

- You state that only 1 Responsible Source w/o analysis to support duplicate cost justification

8. Contracts for work at alternate work sites

- You promise AOR base support to a contractor supporting a deployed system but do not gain the required authorization

9. Documentation

- You're a year into deployments and are not documenting all of your buys

10. Berry Amendment

- You purchase ball caps from China or titanium from Russia without getting the proper waivers



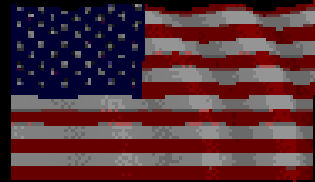
In Case you forgot



Here's what it's all



MISSION!



PEOPLE!



AQC

Air Force Contracting: Expeditionary - Agile - Innovative



AF Contracting “In the Fight”



“In contracting everything is negotiable except the level of support we give our troops. In this there is no compromise, no substitute, no excuse. We give our all... end of story.” – Mr Charlie Williams

